

# UAE EXPORTS

## Biscuits & Wafers, Production Export Capabilities



2010

# Biscuits & Wafers Exports from UAE

## Production

Food industry is one of the leading manufacturing sectors in UAE, with an investment of around 32 Billion AED in 2008 making up 42% of the total investment in manufacturing. There are more than 350 food establishments in UAE accounting for 9% of the total number of manufacturing units, offering the domestic and international market fresh and excellent quality products of beverages, snacks, prepared vegetables and meats, dairy products, confectionary, pasta and bakery and others.<sup>1</sup>

In Dubai alone there are about 174 units are in operation with a total investment of 2.3 Billion AED<sup>2</sup>

The bakery industry, mainly constituting biscuits and wafers, have an investment of 82 Million US\$ (301 Million AED), and consists of around 73 operating units as of today according to GOIC database.

## **Sector: 107100 –**

### Manufacture of bakery products(UAE)

Total Firms	Total Investment (US\$)	Total Employment
73	82,457,541	4760

Source: GOIC

An average of 40% of the production of the food industry is exported and 60% goes to the domestic market

The industry is governed by the UAE stringent standards of hygiene and quality set to meet international levels; hence UAE products find increasing demand in export markets.

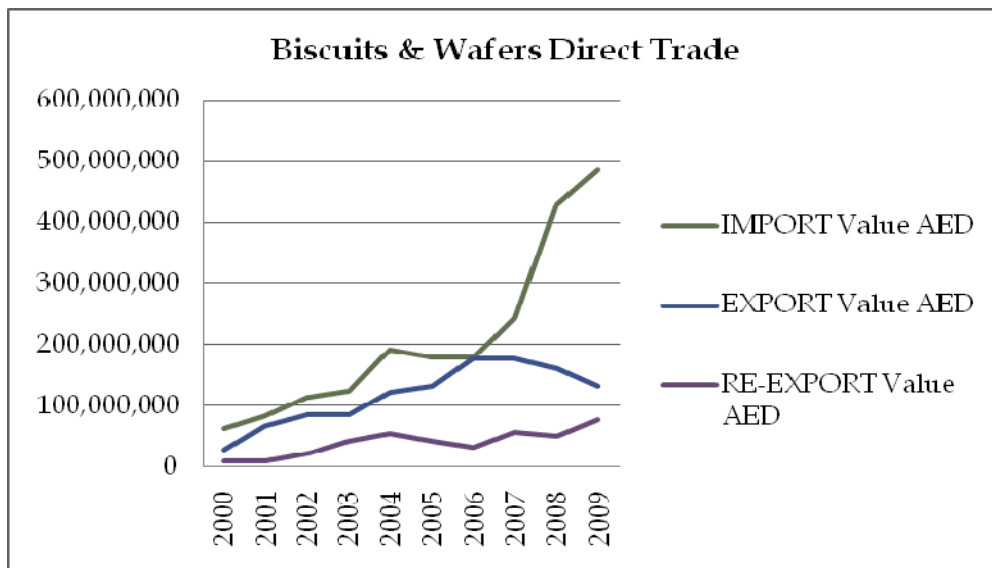
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<sup>1</sup> GOIC Database

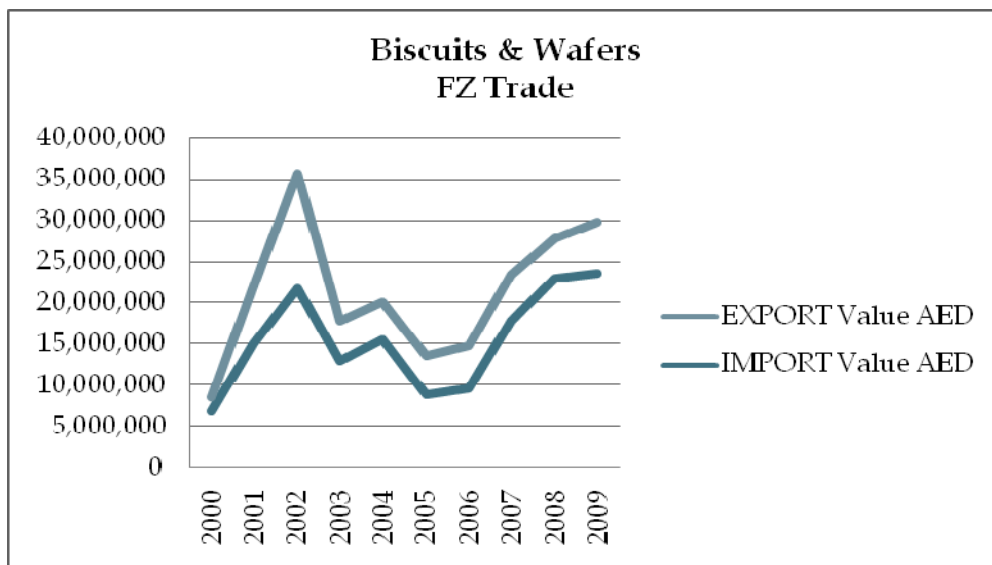
<sup>2</sup> GOIC Database

## Trade Growth of Biscuits and Wafers

In 2009 direct trade amounted to 730 Million AED and Free Zone Trade 28 Million AED  
 Direct exports amounted to 150 Million AED Free Zone exports about 7 Million AED  
 Direct import is huge; it registered nearly 500 Million AED in 2009 indicating the large potential for manufacturing



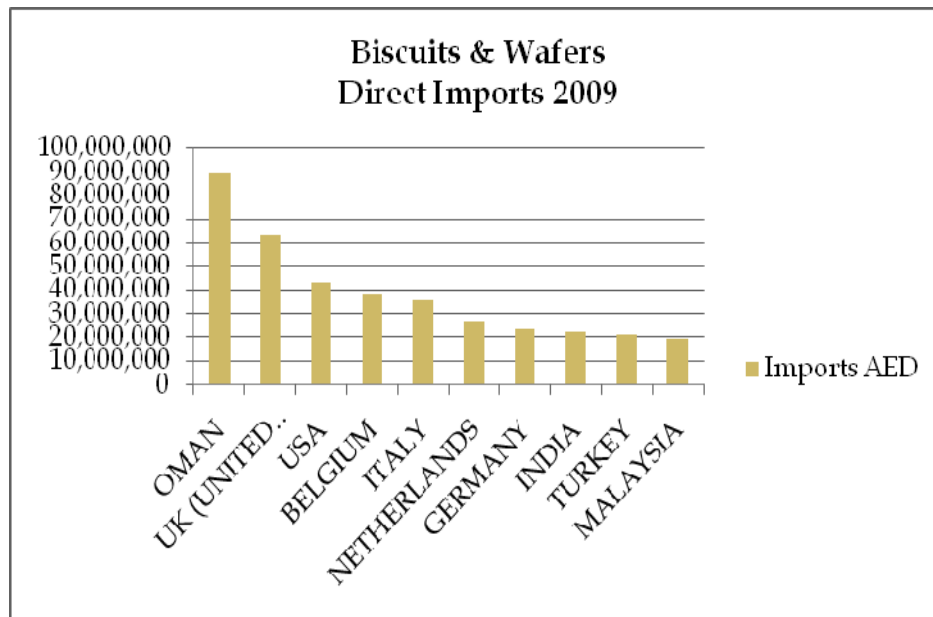
Statistic Department, Dubai Trade



Statistic Department, Dubai Trade

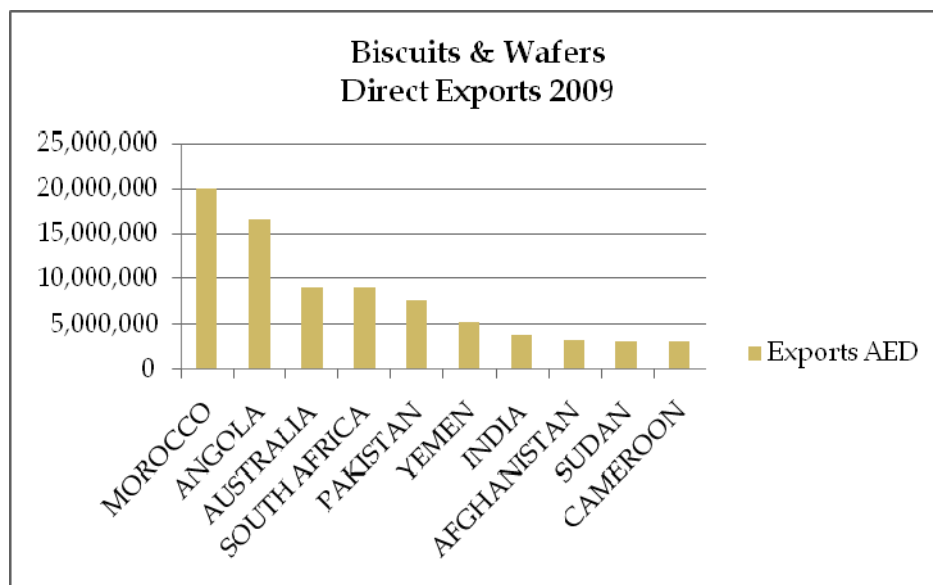
## Destinations of Dubai Trade

Apart from Oman, India, Turkey and Malaysia, top imports were from European countries. Oman is a leading exporter to UAE



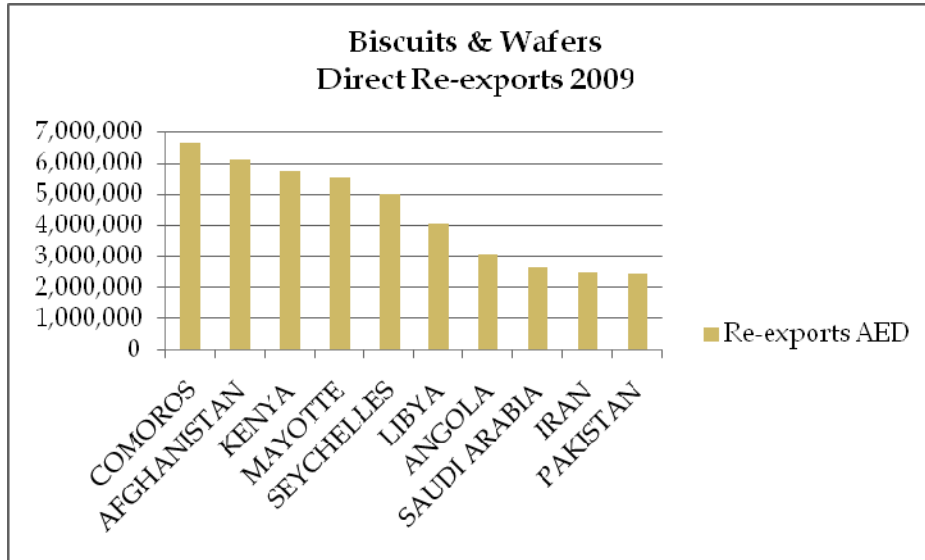
Statistic Department, Dubai Trade

Direct exports went mostly to Africa and the Middle East. The average export per country could about 10 Million AED



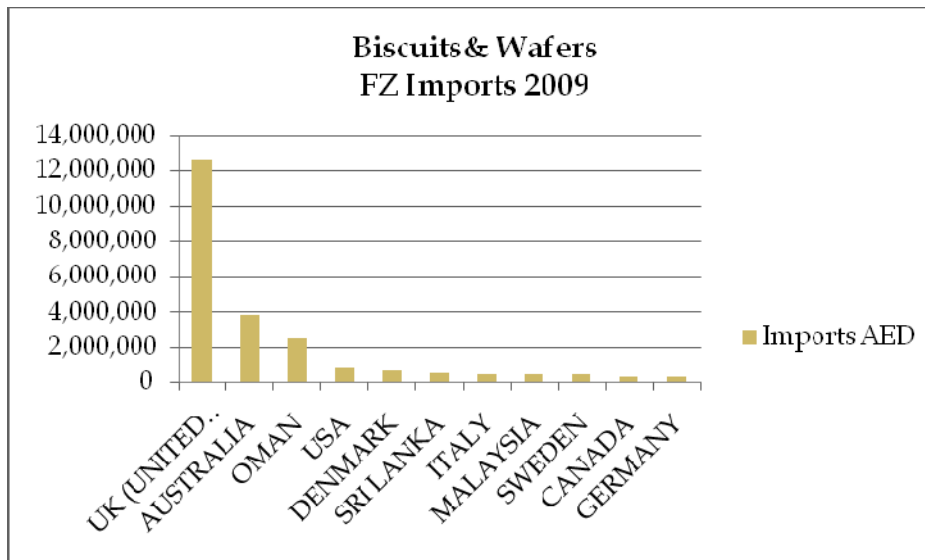
Statistic Department, Dubai Trade

Re-exports in 2009 were much less than exports .It went to African and neighboring countries. The average export per country is around 4 Million AED



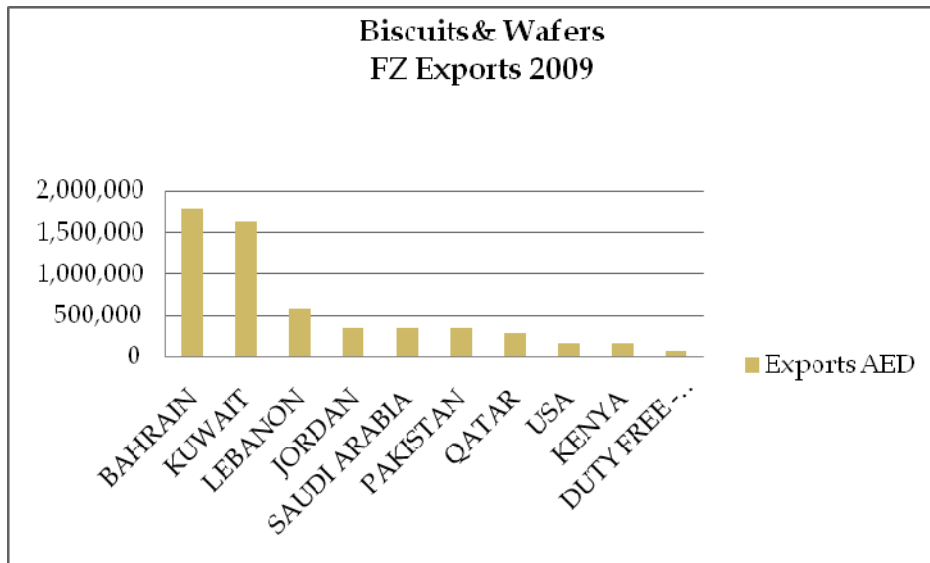
Statistic Department, Dubai Trade

Free Zone imports are from European countries ,however Oman stands out as an important supplier to UAE.



Statistic Department, Dubai Trade

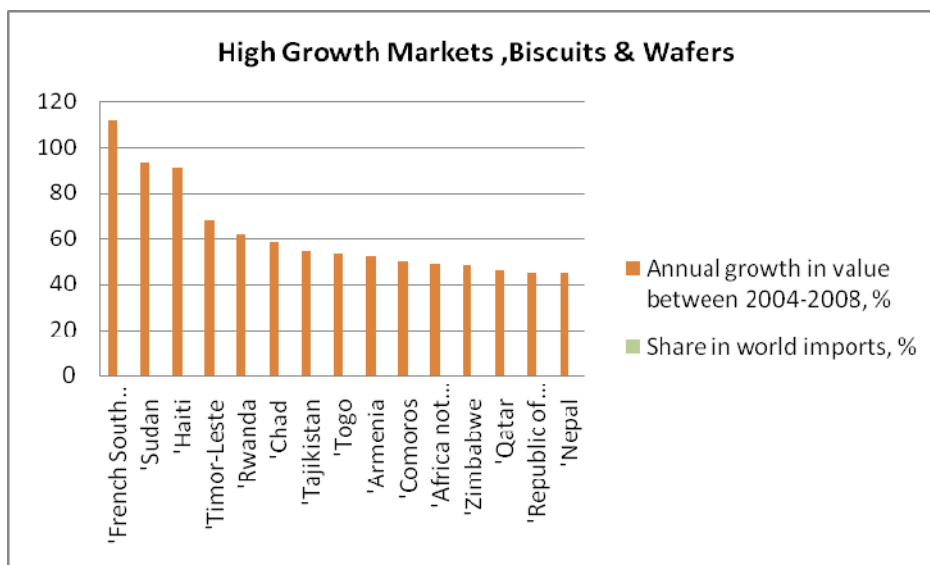
Free Zone exports goes mainly to the region except for a small amount to USA.



Statistic Department, Dubai Trade

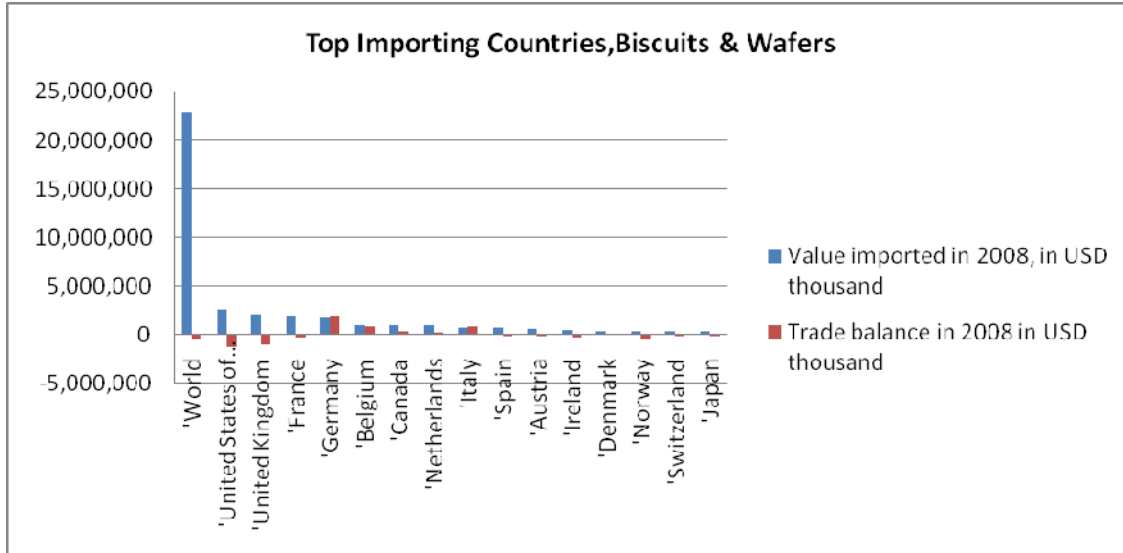
### Potential Markets

High growth markets are mostly African countries. The average annual growth rate of imports is around 50%, indicating lucrative markets. However market shares of these countries in world imports is minor.



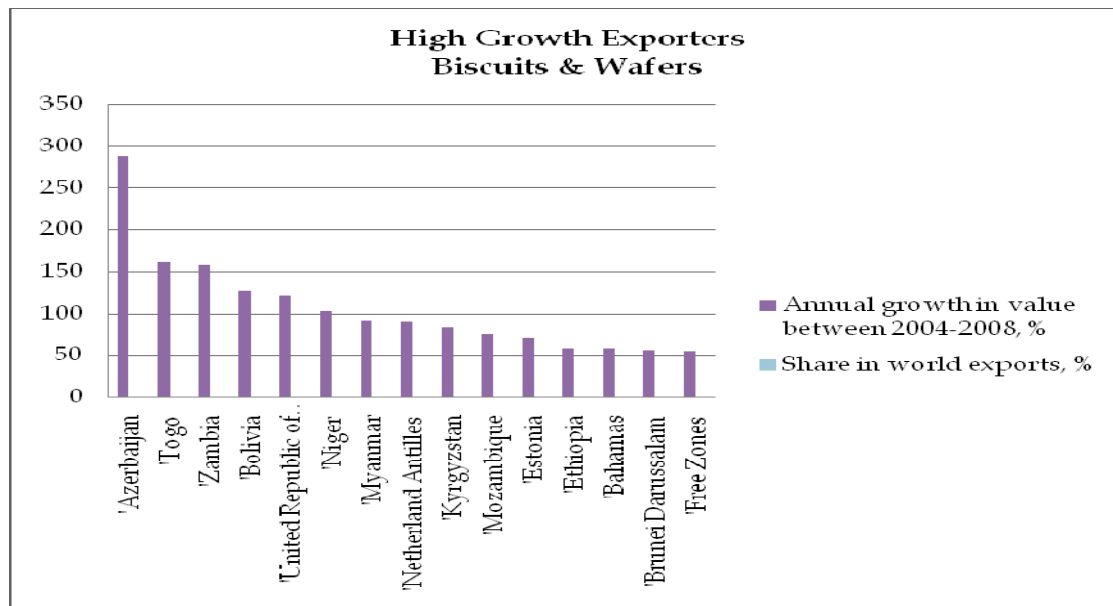
ITC Trade Map

Top importing countries are European countries. US and UK particularly have a negative trade balance , i.e. their imports exceeding exports, presenting promising markets for exports



## Competitors

The competitors in the export business, i.e. exporters with high growth exports , are not usually the large volume exporters. They are mostly small share exporters mainly African countries



ITC Trade Map

## Biscuits & Wafers Manufacturers – UAE Directory

**1- Company Name: AL ANDALUS BAKERY**

P. O. Box No: 86711  
City: DUBAI  
Location: POR SAEED  
Phone(s): [9714-2830055](tel:9714-2830055)  
Fax(s): [9714-2830057](tel:9714-2830057)  
Email(s): [ameins@hotmail.com](mailto:ameins@hotmail.com)

Product Code	Product Name
19012020	CAKES POWDER
19041099	BISCUITS-SALTED (CRACKERS)
19053010	BISCUITS
19053090	SWEETS - FATAYER
19053092	PASTERIES
19059010	BREAD
19059021	BREAD & SWEETS

**2- Company Name: AL ARZ AUTOMATIC BAKERY (L.L.C)**

P. O. Box No: 27191  
City: DUBAI  
Location: AL QOZE INDUS.  
Phone(s): [9714-3388808](tel:9714-3388808)  
Fax(s): [9714-3385774](tel:9714-3385774)  
Email(s): [arzbaker@emirates.net.ae](mailto:arzbaker@emirates.net.ae)

General Manager: [AHMED FAZALULA](#)

Product Code	Product Name
19053010	BISCUITS
19053090	SWEETS - FATAYER
19059010	BREAD
19059040	ORINTAL SWEETS

**3- Company Name: AL KAYAM BAKERY**

P. O. Box No: 26768  
City: ABU DHABI  
Location: MUSAFAH  
Phone(s): [9712-6745300](tel:9712-6745300)  
Fax(s): [9712-6769864](tel:9712-6769864)  
Email(s): [alkhayam@indiatimes.com](mailto:alkhayam@indiatimes.com), [ifri2007@yahoo.com](mailto:ifri2007@yahoo.com)

General Manager: [Boolantharakkal Kunhahamed](#)

Product Code	Product Name
19053010	BISCUITS
19053090	SWEETS - FATAYER
19059010	BREAD
19059021	BREAD & SWEETS
19059040	ORINTAL SWEETS

**4- Company Name: AL REEF AL AKHDAR LEBANESE BAKERY (L.L.C)**

P. O. Box No: 2601  
City: DUBAI  
Location: DUBAI  
Phone(s): 9714-2623666, 9714-2661698  
Fax(s): 9714-2660774  
General Manager: HASSAN DAHER

Product Code	Product Name
19022000	FAST MEAL
19053010	BISCUITS
19053016	BREAD - BOXOMAT
19059010	BREAD
19059040	ORINTAL SWEETS

**5- Company Name: AL REEF LEBANESE BAKERY (L.L.C)**

P. O. Box No: 1602  
City: DUBAI  
Location: SAFFA  
Phone(s): 9714-3945200  
Fax(s): 9714-3945684  
Email(s): alreef@emirates.net.ae

General Manager: HASSAN DAHER

Product Code	Product Name
19023000	SNACK FOOD
19053010	BISCUITS
19053016	BREAD - BOXOMAT
19059010	BREAD
19059040	ORINTAL SWEETS

**6- Company Name: AL SALEM FOOD INDUSTRIES**

P. O. Box No: 2367  
City: AJMAN  
Location: INDUSTRIAL AREA  
Phone(s): 9716-7428633  
Fax(s): 9716-7428636  
Email(s): suvjay89@emirates.net.ae

General Manager: GAYANT.DUAI

Product Code	Product Name
09109102	PACKED SPICES
17019911	SUGAR
17019991	SUGAR - PACKED
19053010	BISCUITS
25010010	SALT
25010011	SALT - PACKED



Product Code	Product Name
19053010	BISCUITS
19053090	SWEETS - FATAYER
19059010	BREAD

**10- Company Name: BELYOORAH FOOD INDUSTRIES**

P. O. Box No: 5777  
City: DUBAI  
Location: DUBAI  
Phone(s): 9714-3381177, 9714-3382831  
Fax(s): 9714-3382831

Product Code	Product Name
18061010	CHOCOLATES
19053010	BISCUITS

**11- Company Name: BREAD LINE**

P. O. Box No: 118745  
City: DUBAI  
Location: DUBAI  
Phone(s): 9714-3374106, 9714-3374105  
Fax(s): 9714-3203068  
Email(s): breadline2006@yahoo.com  
General Manager: MARK SAWAMENATAN

Product Code	Product Name
19053010	BISCUITS
19053092	PASTERIES
19059010	BREAD

**12- Company Name: DUBAI DELIGHT BAKERY**

Status: OPERATIONAL  
P. O. Box No: 22826  
City: DUBAI  
Location: AL QOZE  
Phone(s): 9714-2951303  
Fax(s): 9714-2951304  
Email(s): shafiurrehman@hotmail.com  
General Manager: SHAFIUR KEHMAN

Product Code	Product Name
19053010	BISCUITS
19053090	SWEETS - FATAYER
19059010	BREAD
19059021	BREAD & SWEETS
19059050	SWEETS - CAKES

**13- Company Name: FEDERAL FOODS LLC**  
P. O. Box No: 4292  
City: ABU DHABI  
Location: ABU DHABI  
Phone(s): --, 9712-6730248  
Fax(s): 9712-6732409  
Email(s): accapone@emirates.net.ae, emhold@emirates.net.ae  
Webpage / URL: www.federalfoods.com  
General Manager: MOHAMED ABUL NAJA

Product Code	Product Name
18061010	CHOCOLATES
19053010	BISCUITS
19059040	ORINTAL SWEETS
19059082	SNACK FOOD - POTATO FLAKES

**14- Company Name: GOLDEN FORK BAKERY (L.L.C)**  
P. O. Box No: 13951  
City: DUBAI  
Location: DUBAI  
Phone(s): 9714-3332636, 9714-2239233, 9714-3338026  
Fax(s): 9714-3338397, 9714-2234038  
Email(s): goldfork@emirates.net.ae  
General Manager: NANBAN K. B

Product Code	Product Name
19053010	BISCUITS
19053011	BISCUITS - WAFFER
19053016	BREAD - BOXOMAT
19054090	WHEAT RAKAK
19059010	BREAD
19059040	ORINTAL SWEETS

**15- Company Name: GOLDEN LOAF ESTABLISHMENT**  
P. O. Box No: 1791  
City: SHARJAH  
Location: SHARJAH  
Phone(s): 9716-5336677  
Fax(s): 9716-5331739  
Email(s): gle@emirates.net.ae  
General Manager: MUSTAFA HUSSEINY

Product Code	Product Name
19053010	BISCUITS
19059010	BREAD
19059011	BREAD - ARABIAN
19059021	BREAD & SWEETS
19059050	SWEETS - CAKES

**16- Company Name: GOLDEN SPIKE & WHEAT EST.**

P. O. Box No: 8969  
City: ABU DHABI  
Location: MUSAFAH  
Phone(s): 9712-5555055, 9712-5553292  
Fax(s): 9712-5555441  
Email(s): gswe@emirates.net.ae

Product Code	Product Name
19053010	BISCUITS
19059010	BREAD
19059021	BREAD & SWEETS
19059050	SWEETS - CAKES

**17- Company Name: HABIB BAKERY & SWEETS FACTORY**

P. O. Box No: 16079  
City: DUBAI  
Location: DUBAI  
Phone(s): 9714-2691797, 9714-2691795  
Fax(s): 9714-2624270  
General Manager: GULAM HUSSAIN

Product Code	Product Name
19053010	BISCUITS
19053092	PASTERIES
19059010	BREAD
19059011	BREAD - ARABIAN
19059016	BREAD - FRENCH
19059021	BREAD & SWEETS
19059030	PASTRIES - PIZZA
19059040	ORINTAL SWEETS

**18- Company Name: KOHINOR AUTOMATIC BAKERY**

P. O. Box No: 6200  
City: SHARJAH  
Location: INDUSTRIAL AREA -2  
Phone(s): 9716-5432536  
Fax(s): 9716-5432648  
General Manager: K. ABD ALSALAM

Product Code	Product Name
19053010	BISCUITS
19059010	BREAD

**19- Company Name: LEBANON GREEN REEF BAKERY**

P. O. Box No: 2601  
City: DUBAI  
Location: AL QASIS INDUS.  
Phone(s): 9714-2632100  
Fax(s): 9714-2634804  
General Manager: HASSAN AL DAHER

Product Code	Product Name
19053010	BISCUITS
19053016	BREAD - BOXOMAT
19053090	SWEETS - FATAYER
19053092	PASTERIES
19059021	BREAD & SWEETS

**20- Company Name: NATIONAL FOOD INDUSTRIES (L.L.C)**

P. O. Box No: 222  
City: DUBAI  
Location: AL QOZE INDUS.  
Phone(s): 9714-3473926, 9714-3471616, 9714-3473472  
Fax(s): 9714-3472802  
Email(s): [nfdxb@emirates.net.ae](mailto:nfdxb@emirates.net.ae)  
Webpage / URL: [www.unfidubai.com](http://www.unfidubai.com)  
General Manager: RAJESH KISHOR

Product Code	Product Name
19041099	BISCUITS-SALTED (CRACKERS)
19059081	SNACK FOOD - POTATO CHIPS
19059082	SNACK FOOD - POTATO FLAKES
19059087	SNACK FOOD - PUFKI WITH CHEESE
20099000	JUICE - CONCENTRATES
20099002	JUICE - COCKTAIL

**21- Company Name: NOUNOU FOOD INDUSTRIES**

P. O. Box No: 22187  
City: SHARJAH  
Location: INDUSTRIAL AREA -6  
Phone(s): 9716-5433867  
Fax(s): 9716-5433364,  
Email(s): [hashget@emirates.net.ae](mailto:hashget@emirates.net.ae)

Product Code	Product Name
19053011	BISCUITS - WAFFER

**22- Company Name: SENOR PEPE'S MEXICAN FOODS COMPANY**

P. O. Box No: 22226  
City: SHARJAH  
Location: SHARJAH  
Phone(s): 9716-5338552  
Fax(s): 9716-5336162  
Email(s): [srpepes@emirates.net.ae](mailto:srpepes@emirates.net.ae)  
General Manager: SHAWKAT MEER

Product Code	Product Name
19012090	FLOUR MIX.WITH YEAST
19041091	SNACK FOOD - POP CORN
19053010	BISCUITS
19059082	SNACK FOOD - POTATO FLAKES

**23- Company Name: STRATEGIC FOOD INTERNATIONAL CO. (L.L.C)**

P. O. Box No: 53193  
City: DUBAI  
Location: AL QOZE INDUS.  
Phone(s): 9714-3389009, 9714-3389680  
Fax(s): 9714-3389357  
Email(s): sfc@emirates.net.ae  
Webpage / URL: www.biscuitfactory.com  
General Manager: ARVIND KOMAR

Product Code	Product Name
17024000	SUGAR - GLUCOSE
19041099	BISCUITS-SALTED (CRACKERS)
19053010	BISCUITS
19053011	BISCUITS - WAFFER
19053017	BISCUITS STUFFED - CREAM

**24- Company Name: SWASCO FOR FOOD**

P. O. Box No: 24739  
City: SHARJAH  
Location: INDUSTRIAL AREA  
Phone(s): 9716-5535985, 9716-5341700  
Fax(s): 9716-5341699  
Email(s): swasco@emirates.net.ae  
General Manager: HOSAM HAFFAR

Product Code	Product Name
18062041	COCOA POWDER
19053010	BISCUITS
19059040	ORINTAL SWEETS

**25- Company Name: TIFFANY FOODS LTD.COMPANY**

P. O. Box No: 6597  
City: SHARJAH  
Location: SHARJAH  
Phone(s): 9716-5285195, 9716-5324200, 9716-5365195  
Fax(s): 9716-5280504, 9716-5324100  
Email(s): tiffany@iffco.com  
Webpage / URL: www.tiffanyfoods.com  
General Manager: ANUBHAD BHAT

Product Code	Product Name
17049010	CONFECTIONERY
19053010	BISCUITS

**26- BRANCH Company Name: UNIPEX DAIRY PRODUCTS LTD COMPANY - FOODSTUFF**

P. O. Box No: 5646  
City: SHARJAH  
Location: INDUSTRIAL AREA -2  
Phone(s): 9716-5337864  
Fax(s): 9716-5333180, 9716-5336312  
Email(s): unipex@ifco.com  
Webpage / URL: www.ifco.com  
General Manager: SATADAN

Product Code	Product Name
19053010	BISCUITS
19059040	ORINTAL SWEETS
19059082	SNACK FOOD - POTATO FLAKES
23099032	FEED - SHEEP FEED

**27- Company Name: UNITED BAKERY**

P. O. Box No: 2176  
City: DUBAI  
Location: DUBAI  
Phone(s): 9714-3431277, 9714-441277  
Fax(s): 9714-3979709, 9714-493081

Product Code	Product Name
16029014	BREAD - SANDWICHES
19053010	BISCUITS
19053090	SWEETS - FATAYER
19059010	BREAD
19059015	BREAD - ENGLISH
19059017	BREAD - LEBANESE
19059040	ORINTAL SWEETS

**28- Company Name: VIVEL PRODUCTS COMPANY**

P. O. Box No: 11342  
City: DUBAI  
Location: AL QOZE  
Phone(s): 9714-3473883  
Fax(s): 9714-3471545  
Email(s): vivel@mail.com  
General Manager: IHSAN AL HUSSAINI

Product Code	Product Name
18061010	CHOCOLATES
18061012	CHOCOLATES LIQUID
19053010	BISCUITS
19053090	SWEETS - FATAYER

**29- Company Name: ABUDUABI MEDICAL INDUSTRIES**  
P. O. Box No: 52115  
City: ABU DHABI  
Location: MUSAFAH  
Phone(s): 9712-5513422  
Fax(s): 9712-5513423  
Email(s): ami@amilab.ae  
Webpage / URL: www.amilab.ae  
General Manager: K. KESAVAN

Product Code	Product Name
90183920	MEDICAL TOOLS
94000000	FURNITURE
94000012	WOOD - PARTITIONS
94016111	ROLLING CHAIRS
94017190	METAL - CHAIRS
94029010	FURNITURE - FOR HOSPITALS
94031001	METAL - LABORATORY FURNITURE
94033000	OFFICE FURNITURE
94033092	FURNITURE - SCHOOL FURNITURE
94033096	OFFICE TABLES
94036030	WOOD - CUPBOARDS
94036091	WOOD - BLAKBOARDS

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